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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1987

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 164 placement offices at the 143 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1986, and August 31, 1987. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 2 through February 6) and cumulatively (September 1 through February 6). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/2/87 THROUGH 2/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 2/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	37	903	$1781	$1824	$1900	$1833	$1600	76	1970	$1770	$1801	$1966	$1827	$1500
Business Administration & Management	5	112	1543	1708	*	*	*	9	476	1726	1676	*	*	*
Management Information Systems	+	41	+	1910				1	143	2250	1891	*	*	*
Marketing & Distribution	3	146	1545	1663	*	*	*	10	451	1588	1650	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	1	25	1690	1782	*	*	*	5	90	1723	1676	*	*	*
Humanities	2	22	2396	1624	*	*	*	11	165	1571	1445	*	*	*
Social Sciences	+	15	+	1762				12	118	1406	1528	*	*	*
ENGINEERING														
Aerospace & Aeronautical	3	20	2380	2254	*	*	*	5	80	2388	2304	*	*	*
Chemical	3	101	2494	2519	*	*	*	11	207	2532	2483	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	46	+	1967				+	194	+	1999			
Electrical (incl. Computer Engrg.)	12	340	2482	2371	*	*	*	36	1026	2450	2367	2750	2475	2000
Geological	+	1	+	2500				+	5	+	2106			
Industrial	+	68	+	2307				1	178	2292	2279	*	*	*
Mechanical	10	182	2306	2401	*	*	*	30	584	2259	2355	2565	2313	1931
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	12	2446	2402	*	*	*	5	31	2423	2441	*	*	*
Mining & Mineral	+	3	+	2333				+	4	+	2327			
Nuclear (incl. Engrg. Physics)	+	4	+	2391				1	10	1917	2415	*	*	*
Petroleum	+	7	+	2758				+	20	+	2652			
Engineering Technology	+	26	+	2204				+	62	+	2153			
SCIENCES														
Agricultural Sciences	+	13	+	1564				+	62	+	1643			
Allied Health Professions	+	4	+	2140				2	19	1593	2102	*	*	*
Biological Sciences	+	2	+	1751				+	20	+	1488			
Chemistry	+	1	+	2170				+	5	+	1920			
Computer Science	13	127	2228	2160	*	*	*	35	437	2236	2151	2666	2292	1667
Mathematics	+	26	+	2222				2	66	2035	2117	*	*	*
Other Physical & Earth Sciences	+	1	+	957				+	10	+	1613			
Totals	93	2248						252	6433					

[1] Percentiles are computed on regional data
[2] Includes economics programs with both business and social science orientation
* Not computed for fewer than 20 offers
+ No offers reported
† The 90th and 50th percentiles are close in value because of a clustering of offers

AVERAGE MONTHLY SALARY OFFERS

(Data Combined For Men and Women)

Bachelor's Degree Candidates

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/2/87 THROUGH 2/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 2/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
MGMT.-RELATED OCCUPATION														
Accountants & Auditors	37	885	$1781	$1822	$1900	$1833	$1600	76	1937	$1773	$1801	$1966	$1827	$1517
Banking Occupations	+	11	+	1870				2	39	2208	1653	*	*	*
Business Administration	+	32	+	1609				4	118	1278	1572	*	*	*
Consultants	+	64	+	2017				6	123	2173	1953	*	*	*
Financial Analysts	+	18	+	1932				2	61	1501	1845	*	*	*
Human Resources	+	9	+	1700				5	49	1675	1530	*	*	*
Management Trainee	6	119	1675	1599	*	*	*	15	478	1628	1588	*	*	*
COMPUTER & MATHEMATICAL														
Computer Programmers	5	61	2059	2083	*	*	*	14	216	2038	2039	*	*	*
Computer Scientists (incl. Systems Analysts)	9	103	2376	2232	*	*	*	22	322	2352	2212	2666	2345	2206
Mathematicians/Statisticians	+	14	+	2185				1	26	2069	2140	*	*	*
MARKETING & SALES														
Advertising/Marketing	1	38	1300	1744	*	*	*	2	155	1360	1702	*	*	*
Retail/Wholesale Sales	+	39	+	1715				1	176	1900	1667	*	*	*
Technical Sales	3	31	1931	1916	*	*	*	6	101	1903	1890	*	*	*
ALL OTHER OCCUPATIONS														
Communications Occupations	+	4	+	1306				1	46	1500	1360	*	*	*
Engineers (Engrg. Degree Required)	31	762	2405	2368	2645	2450	2087	83	2312	2392	2337	2645	2442	2000
Farm & Natural Resources Management	+	8	+	1725				+	38	+	1647			
Health-Related Occupations	+	4	+	2161				1	26	1616	1970	*	*	*
Insurance & Real Estate Occupations	1	21	1690	1705	*	*	*	1	90	1690	1609	*	*	*
Production Occupations	+	10	+	1838				3	55	1322	1766	*	*	*
Researchers—Nonscientific	+	+	+	+				+	+	+	+			
Researchers—Scientific	+	+	+	+				+	+	+	+			
Social Workers & Recreational Workers	+	6	+	1431				7	32	1385	1347	*	*	*
Transportation & Distribution Occupations	+	9	+	2018				+	33	+	1906			
Totals	93	2248						252	6433					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/2/87 THROUGH 2/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 2/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	64	+	$2140				+	164	+	$2130			
MBA (Nontechnical Undergraduate)	1	40	$2050	2447	*	*	*	2	140	$1815	2235	*	*	*
MBA (Technical Undergraduate)	1	7	2667	2644	*	*	*	1	18	2667	2453	*	*	*
MS-Business (incl. Mgmt., Mktg.; Finance, etc.)	+	8	+	2352				+	14	+	2342			
Administration (incl. Public, Hospital, etc.)	+	7	+	1970				+	9	+	2009			
Industrial Mgmt. (incl. Industrial Admin.)	+	2	+	2724				+	6	+	2377			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	4	+	1675				+	20	+	1577			
Social Sciences	+	4	+	1604				7	35	2394	1775	*	*	*
ENGINEERING														
Chemical	1	11	3000	2838	*	*	*	2	26	2917	2766	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	7	2333	2292	*	*	*	5	28	2296	2385	*	*	*
Electrical (incl. Computer Engrg.)	10	24	2673	2871	*	*	*	26	72	2824	2880	$3267	$2857	$2333
Industrial	1	10	2083	2580	*	*	*	1	17	2083	2592	*	*	*
Mechanical	1	20	3208	2829	*	*	*	17	56	2921	2818	*	*	*
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	12	2675	2681	*	*	*	4	14	2675	2661	*	*	*
Nuclear (incl. Engrg. Physics)	+	1	+	3917				+	4	+	3040			
SCIENCES														
Chemistry	+	1	+	2166				+	5	+	2333			
Computer Science	3	17	2562	2558	*	*	*	5	37	2744	2692	*	*	*
Geology & Related Geological Sciences	+	2	+	2525				+	3	+	2628			
Mathematics	+	1	+	2860				4	9	2010	2310	*	*	*
Totals	23	242						74	677					

[1] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
† The 50th and 10th percentiles are close in value because of a clustering of offers

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/2/87 THROUGH 2/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 2/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	+	6	+	$2674				+	28	+	$2533			
MBA - Tech Undergraduate	+	2	+	2035				+	14	+	2911			
Over 2 to 4 years														
MBA - Nontech Undergraduate	+	10	+	2643				1	26	$1875	2505	*	*	*
MBA - Tech Undergraduate	+	+	+	+				+	1	+	2083			
Over 4 years														
MBA - Nontech Undergraduate	+	12	+	2540				+	26	+	2650			
MBA - Tech Undergraduate	+	3	+	3733				+	6	+	3447			
Totals	+	33						1	101					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	28	+	$3539				2	35	$3583	$3555	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				+	+	+	+			
Electrical (incl. Computer Engrg.)	1	10	$4167	3949	*	*	*	5	23	4125	3893	*	*	*
Mechanical	+	14	+	3213				3	19	3561	3309	*	*	*
SCIENCES														
Chemistry	+	19	+	3090				2	36	3197	3091	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Acturarial Science)	+	1	+	3765				+	1	+	3765			
Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics)	+	1	+	3167				3	5	3625	3408	*	*	*
Physics	2	7	3750	3611	*	*	*	4	12	3604	3536	*	*	*
Totals	3	90						19	131					

[1] Years of previous full-time, nonmilitary employment
[2] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers

FEBRUARY 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
ACCOUNTING	1790 1875 1666	34			1500	1			
BUSINESS ADMINISTRATION &					1543	5			
MANAGEMENT INFO SYSTEMS									
MARKETING & DISTRIBUTION					1545	3			
ECONOMICS			1690	1					
HUMANITIES					2292	1			
SOCIAL SCIENCES									

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BY CURRICULUM & EMPLOYER

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INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AEROSPACE & AERONAUTICAL				2380 3		
CHEMICAL						
ELECTRICAL(INCL COMP ENG)			2600 1			
CIVIL						
GEOLOGICAL						
INDUSTRIAL						

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

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CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO.MECH-EQPT	BLDG MATERIAL
MECHANICAL				2485 2	2235 7	
METALLURGICAL						
MINING & MINERAL						
NUCLEAR						
PETROLEUM						
ENGINEERING TECHNOLOGY						

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BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
AGRICULTURAL								
ALLIED HEALTH PROFESSIONS								
BIOLOGICAL								
CHEMISTRY								
COMPUTER SCIENCE	2375	1	1788	2				
MATHEMATICS								
OTHER PHYSICAL & EARTH								

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
ACCOUNTING	/	/ 1933 1	/	/	/	/
BUSINESS ADMINISTRATION &	/	/	/	/	/	/
MANAGEMENT INFO SYSTEMS	/	/	/	/	/	/
MARKETING & DISTRIBUTION	/	/	/	/	/	/
ECONOMICS	/	/	/	/	/	/
HUMANITIES	/	/ 2500 1	/	/	/	/
SOCIAL SCIENCES	/	/	/	/	/	/

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM,FAB METAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2533	2							2417	1		
ELECTRICAL(INCL COMP ENG)			2741	5	2246	6						
CIVIL												
GEOLOGICAL												
INDUSTRIAL												

FEBRUARY 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM, FAB METAL	
MECHANICAL			2450	1								
METALLURGICAL	2475	1			2467	1			2500	1	2342	1
MINING & MINERAL												
NUCLEAR												
PETROLEUM												
ENGINEERING TECHNOLOGY												

FEBRUARY 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
AGRICULTURAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ALLIED HEALTH PROFESSIONS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
BIOLOGICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
CHEMISTRY	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
COMPUTER SCIENCE	/ / /	/ 2242 8 / /	/ / /	/ / /	/ / /	/ / /
MATHEMATICS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
OTHER PHYSICAL & EARTH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

FEBRUARY 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING	/ / /	/ / /	/ / /	/ / /	1600 1 / / /	/ / /
BUSINESS ADMINISTRATION &	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MANAGEMENT INFO SYSTEMS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MARKETING & DISTRIBUTION	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ECONOMICS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
HUMANITIES	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
SOCIAL SCIENCES	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

FEBRUARY 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AEROSPACE & AERONAUTICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
CHEMICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ELECTRICAL(INCL COMP ENG)	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
CIVIL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
GEOLOGICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
INDUSTRIAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

FEBRUARY 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MECHANICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
METALLURGICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MINING & MINERAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
NUCLEAR	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
PETROLEUM	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ENGINEERING TECHNOLOGY	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

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FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 01/05/87 THROUGH 02/06/87

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ALLIED HEALTH PROFESSIONS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
BIOLOGICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
CHEMISTRY	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
COMPUTER SCIENCE	/ / /	/ 2542 2 / /	/ / /	/ / /	/ / /	/ / /
MATHEMATICS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
OTHER PHYSICAL & EARTH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 01/05/87 THROUGH 02/06/87

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1987 ECPD REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
MBA--NON-TECH	2050	1					
MBA--TECH	2667	1					

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 01/05/87 THROUGH 02/06/87

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM, FAB METAL
MBA--NON-TECH	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/
MBA--TECH	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 01/05/87 THROUGH 02/06/87

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1987

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 164 placement offices at the 143 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1986, and August 31, 1987. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 6 through March 6) and cumulatively (September 1 through March 6). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/6/87 THROUGH 3/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 3/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	67	674	$1798	$1798	$2040	$1800	$1500	143	2644	$1783	$1800	$2000	$1820	$1500
Business Administration & Management	3	154	1528	1658	*	*	*	12	630	1676	1671	*	*	*
Management Information Systems	5	47	2137	2006	*	*	*	6	190	2156	1919	*	*	*
Marketing & Distribution	2	120	1375	1723	*	*	*	12	571	1553	1666	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	15	32	1975	1814	*	*	*	20	122	1912	1712	2333	1917	1500
Humanities	6	47	1744	1564	*	*	*	17	212	1632	1471	*	*	*
Social Sciences	6	46	1604	1547	*	*	*	18	164	1472	1533	*	*	*
ENGINEERING														
Aerospace & Aeronautical	5	20	2267	2342	*	*	*	10	100	2327	2311	*	*	*
Chemical	15	142	2418	2524	*	*	*	26	349	2466	2499	2675	2572	1768
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	61	2048	1998	*	*	*	3	255	2048	1999	*	*	*
Electrical (incl. Computer Engrg.)	46	359	2463	2418	2717	2488	2223	82	1385	2457	2380	2717	2475	2213
Geological	+	2	+	2085				+	7	+	2100			
Industrial	3	53	2308	2288	*	*	*	4	231	2304	2281	*	*	*
Mechanical	30	216	2319	2356	2560	2384	1989	60	800	2209	2356	2565	2333	1931
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	10	2402	2398	*	*	*	9	41	2414	2431	*	*	*
Mining & Mineral	+	+	+	+				+	4	+	2327			
Nuclear (incl. Engrg. Physics)	1	1	2667	2667	*	*	*	2	11	2292	2438	*	*	*
Petroleum	+	10	+	2570				+	30	+	2624			
Engineering Technology	8	45	2380	2263	*	*	*	8	107	2380	2199	*	*	*
SCIENCES														
Agricultural Sciences	+	2	+	1653				+	64	+	1643			
Allied Health Professions	+	11	+	1989				2	30	1593	2060	*	*	*
Biological Sciences	1	4	1417	1629	*	*	*	1	24	1417	1511	*	*	*
Chemistry	+	3	+	2742				+	8	+	2228			
Computer Science	43	163	2187	2191	2548	2250	1708	78	600	2209	2162	2583	2257	1708
Mathematics	4	20	2192	2191	*	*	*	6	86	2139	2134	*	*	*
Other Physical & Earth Sciences	+	3	+	1816				+	13	+	1660			
Totals	267	2245						519	8678					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.
† The 90th and 50th percentiles are close in value because of a clustering of offers.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/6/87 THROUGH 3/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 3/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
MGMT.-RELATED OCCUPATIONS														
Accountants & Auditors	68	662	$1791	$1797	$2040	$1800	$1500	144	2599	$1782	$1800	$2000	$1820	$1500
Banking Occupations	6	14	1792	1610	*	*	*	8	53	1896	1642	*	*	*
Business Administration	2	35	1459	1648	*	*	*	6	153	1338	1589	*	*	*
Consultants	8	38	2136	2077	*	*	*	14	161	2152	1982	*	*	*
Financial Analysts	3	20	1750	1737	*	*	*	5	81	1650	1819	*	*	*
Human Resources	+	9	+	1240				5	58	1675	1485	*	*	*
Management Trainees	10	185	1867	1616	*	*	*	25	663	1724	1596	2000	1667	1380
COMPUTER & MATHEMATICAL														
Computer Programmers	21	68	2098	2141	2367	2213	1708	35	284	2074	2063	2367	2208	1700
Computer Scientists (incl. Systems Analysts)	25	129	2238	2196	2548	2250	1958	47	451	2291	2207	2666	2275	1958
Mathematicians/Statisticians	3	11	2200	2133	*	*	*	4	37	2167	2138	*	*	*
MARKETING & SALES														
Advertising/Marketing	2	52	1667	1950	*	*	*	4	207	1513	1764	*	*	*
Retail/Wholesale Sales	2	38	1771	1716	*	*	*	3	214	1814	1675	*	*	*
Technical Sales	2	25	2421	1921	*	*	*	8	126	2032	1896	*	*	*
ALL OTHER OCCUPATIONS														
Communications Occupations	2	7	1688	1601	*	*	*	3	53	1625	1392	*	*	*
Engineers (Engrg. Degree Required)	107	892	2402	2377	2633	2458	1993	190	3204	2398	2348	2633	2450	2000
Farm & Natural Resources Management	+	3	+	1719				+	41	+	1653			
Health-Related Occupations	+	15	+	1853				1	41	1616	1928	*	*	*
Insurance & Real Estate Occupations	+	14	+	1723				1	104	1690	1624	*	*	*
Production Occupations	1	9	1420	1935	*	*	*	4	64	1346	1790	*	*	*
Researchers—Nonscientific	1	1	2583	2583	*	*	*	1	1	2583	2583	*	*	*
Researchers—Scientific	2	3	2500	2542	*	*	*	2	3	2500	2542	*	*	
Social Workers & Recreational Workers	2	7	1542	1264	*	*	*	9	39	1420	1332	*	*	*
Transportation & Distribution Occupations	+	8	+	1969				+	41	+	1918			
Totals	267	2245						519	8678					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/6/87 THROUGH 3/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 3/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	42	+	$2156				+	206	+	$2135			
MBA (Nontechnical Undergraduate)	+	55	+	2523				2	195	$1815	2316	*	*	*
MBA (Technical Undergraduate)	2	16	$2584	2772	*	*	*	3	34	2611	2603	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	14	+	2301				+	28	+	2322			
Administration (incl. Public, Hospital, etc.)	+	3	+	1625				+	12	+	1913			
Industrial Mgmt. (incl. Industrial Admin.)	+	5	+	2561				+	11	+	2461			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	5	+	1395				+	25	+	1540			
Social Sciences	+	1	+	1666				7	36	2394	1772	*	*	*
ENGINEERING														
Chemical	2	11	2813	2768	*	*	*	4	37	2865	2767	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	8	+	2437				5	36	2296	2396	*	*	*
Electrical (incl. Computer Engrg.)	9	35	3039	2948	*	*	*	35	107	2879	2902	$3267	$2950	$2416
Industrial	+	3	+	2467				1	20	2083	2573	*	*	*
Mechanical	2	15	2842	2789	*	*	*	19	71	2913	2812	*	*	*
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	2	2	3059	3059	*	*	*	6	16	2803	2711	*	*	*
Nuclear (incl. Engrg. Physics)	3	3	2781	2781	*	*	*	3	7	2781	2929	*	*	*
SCIENCES														
Chemistry	+	2	+	1698				+	7	+	2152			
Computer Science	5	23	2903	2887	*	*	*	10	60	2824	2767	*	*	*
Geology & Related Geological Sciences	+	2	+	1829				+	5	+	2308			
Mathematics	6	11	2568	2579	*	*	*	10	20	2345	2458	*	*	*
Totals	31	256						105	933					

[1] Percentiles are computed on regional data

\+ No offers reported

* Not computed for fewer than 20 offers

† The 50th and 10th percentiles are close in value because of a clustering of offers

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/6/87 THROUGH 3/6/87							CUMULATIVE PERIOD 9/1/86 THROUGH 3/6/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	2	33	$2167	$2602	*	*	*	2	61	$2167	$2570	*	*	*
MBA - Tech Undergraduate	+	12	+	3063				+	26	+	2981			
Over 2 to 4 years														
MBA - Nontech Undergraduate	+	36	+	3144				1	62	1875	2876	*	*	*
MBA - Tech Undergraduate	+	29	+	3349				+	30	+	3307			
Over 4 years														
MBA - Nontech Undergraduate	+	27	+	3200				+	53	+	2930			
MBA - Tech Undergraduate	1	23	2333	3049	*	*	*	1	29	2333	3131	*	*	*
Totals	3	160						4	261					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	19	+	$3598				2	94	$3583	$3571	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				+	+	+	+			
Electrical (incl. Computer Engrg.)	+	8	+	4045				5	31	4125	3932	*	*	*
Mechanical	+	1	+	3500				3	20	3561	3318	*	*	*
Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics)[3]	+	4	+	2310				3	9	3625	2920	*	*	*
SCIENCES														
Chemistry	1	13	$3917	2775	*	*	*	3	49	3437	3007	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Acturarial Science)	+	5	+	3008				+	6	+	3134			
Physics	2	7	4042	2910	*	*	*	6	19	3750	3305	*	*	*
Totals	3	57						22	188					

[1] Years of previous full time, nonmilitary employment
[2] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[3] Previously reported under SCIENCES heading

MARCH 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC	AUTO.MECH-EQPT	BLDG MATERIAL
ACCOUNTING	1805 2040 1500	54	1666	1	1787	4			
BUSINESS ADMINISTRATION &			1500	2	1583	1			
MANAGEMENT INFO SYSTEMS	2146	2			2333	1			
MARKETING & DISTRIBUTION					1375	2			
ECONOMICS	2158	5	1847	6					
HUMANITIES	1917	1			1723	3			
SOCIAL SCIENCES			2083	1	1542	1			

MARCH 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AEROSPACE & AERONAUTICAL							2444	4				
CHEMICAL												
CIVIL											1993	1
ELECTRICAL(INCL COMP ENG)	2365	4	1250	1	2733	2	2487	3	2554	1	2482	6
GEOLOGICAL												
INDUSTRIAL	2000	1										

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1987 — ECPO REGIONAL INTERIM REPORT

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MECHANICAL					2375	1	2381	8	2066	6	2065	4
METALLURGICAL									2625	1		
MINING & MINERAL												
NUCLEAR							2667	1				
PETROLEUM												
ENGINEERING TECHNOLOGY												

MARCH 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL			1417	1								
CHEMISTRY												
COMPUTER SCIENCE	2258	5	2057	8	2177	4			2440	1		
MATHEMATICS	2167	1	2133	2								
OTHER PHYSICAL & EARTH												

MARCH 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM,FAB METAL	
ACCOUNTING			2500	1	1833	1						
BUSINESS ADMINISTRATION &												
MANAGEMENT INFO SYSTEMS	2100	1	1958	1								
MARKETING & DISTRIBUTION												
ECONOMICS									1889	3		
HUMANITIES					2258	1						
SOCIAL SCIENCES												

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2478	7			2583	1			2475	6		
CIVIL									2333	1		
ELECTRICAL(INCL COMP ENG)	2563	3	2362	6	2532	13	2225	1	2450	1		
GEOLOGICAL												
INDUSTRIAL					2500	1			2425	1		

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
MECHANICAL	2515	4			2489	7						
METALLURGICAL	2400	1	2500	1							2083	1
MINING & MINERAL												
NUCLEAR												
PETROLEUM												
ENGINEERING TECHNOLOGY					2063	2			2500	5		

MARCH 1987 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM,FAB METAL
AGRICULTURAL						
ALLIED HEALTH PROFESSIONS						
BIOLOGICAL						
CHEMISTRY						
COMPUTER SCIENCE	2231 3	2504 5	2242 7		1792 1	
MATHEMATICS		2333 1				
OTHER PHYSICAL & EARTH						

MARCH 1987 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING				1513 2	1704 4	
BUSINESS ADMINISTRATION &						
MANAGEMENT INFO SYSTEMS						
MARKETING & DISTRIBUTION						
ECONOMICS	2083 1					
HUMANITIES						1117 1
SOCIAL SCIENCES		1500 1			1542 2	1417 1

MARCH 1987 ECPD INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPD REGIONAL INTERIM REPORT
INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AEROSPACE & AERONAUTICAL							1559	1				
CHEMICAL					1500	1						
CIVIL			1817	1								
ELECTRICAL(INCL COMP ENG)	2508	1	2583	2	2533	2						
GEOLOGICAL												
INDUSTRIAL												

MARCH 1987 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

FEBRUARY 1987 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 02/06/87 THROUGH 03/06/87

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MECHANICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
METALLURGICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MINING & MINERAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
NUCLEAR	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
PETROLEUM	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ENGINEERING TECHNOLOGY	/ / /	/ 2417 1 / /	/ / /	/ / /	/ / /	/ / /

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ALLIED HEALTH PROFESSIONS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
BIOLOGICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
CHEMISTRY	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
COMPUTER SCIENCE	/ / /	/ 2238 2 / / /	/ / /	/ 2044 6 / / /	/ 1692 1 / / /	/ / /
MATHEMATICS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
OTHER PHYSICAL & EARTH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

AVERAGE MONTHLY SALARY OFFERS MARCH 1987 ECPO REGIONAL INTERIM REPORT NUMBER 1

BY TECH - NON-TECH & EMPLOYER CUMULATIVE PERIOD 02/06/87 THROUGH 03/06/87 PART 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
BACHELOR NON-TECH	1846	62	1783	10	1711	12						
	2041											
	1500											
BACHELOR TECHNICAL	2265	11	1949	12	2364	7	2434	16	2224	9	2285	11

AVERAGE MONTHLY SALARY OFFERS MARCH 1987 ECPD REGIONAL INTERIM REPORT NUMBER 1

BY TECH - NON-TECH & EMPLOYER CUMULATIVE PERIOD 02/06/87 THROUGH 03/06/87 PART 2

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
BACHELOR NON-TECH	2100	1	2229	2	2046	2			1889	3		
BACHELOR TECHNICAL	2455	18	2425	13	2427 2633 2279	31	2225	1	2423	15		

AVERAGE MONTHLY SALARY OFFERS MARCH 1987 ECPO REGIONAL INTERIM REPORT NUMBER 1

BY TECH - NON-TECH & EMPLOYER CUMULATIVE PERIOD 02/06/87 THROUGH 03/06/87 PART 3

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
BACHELOR NON-TECH	2083	1	1500	1			1513	2	1650	6	1267	2
BACHELOR TECHNICAL	2508	1	2313	6	2189	3	1975	7	1692	1		

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 02/06/87 THROUGH 03/06/87

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1987 ECPD REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA--NON-TECH	/	/	/	/	/	/	/
	/	/	/	/	/	/	/
	/	/	/	/	/	/	/
MBA--TECH	/ 2584	2	/	/	/	/	/
	/	/	/	/	/	/	/
	/	/	/	/	/	/	/

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 02/06/87 THROUGH 03/06/87

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1987 ECPO REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM,FAB METAL
MBA--NON-TECH	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/
MBA--TECH	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 02/06/87 THROUGH 03/06/87

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1987 ECPO REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

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CPC Salary Survey

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EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 164 placement offices at the 143 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1986, and August 31, 1987. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 6 through April 3) and cumulatively (September 1 through April 3). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/6/87 THROUGH 4/3/87							CUMULATIVE PERIOD 9/1/86 THROUGH 4/3/87						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	13	314	$1699	$1784	*	*	*	156	2958	$1776	$1799	$2000	$1820	$1500
Business Administration & Management	11	146	2106	1780	*	*	*	23	776	1882	1692	2583	1667	1380
Management Information Systems	9	76	2118	1975	*	*	*	11	266	2139	1935	*	*	*
Marketing & Distribution	+	78	+	1736				12	649	1553	1674	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	2	57	2292	1942	*	*	*	22	179	1946	1785	2417	1917	1500
Humanities	1	37	1666	1743	*	*	*	18	249	1634	1512	*	*	*
Social Sciences	3	35	2611	1665	*	*	*	21	199	1635	1556	2500	1541	1166
ENGINEERING														
Aerospace & Aeronautical	5	27	2296	2341	*	*	*	15	127	2317	2318	*	*	*
Chemical	17	105	2387	2462	*	*	*	43	454	2435	2491	2650	2542	1768
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	28	61	2116	2063	$2425	$2113	$1916	31	316	2109	2011	2417	2101	1916
Electrical (incl. Computer Engrg.)	132	419	2479	2438	2641	2500	2317	214	1804	2471	2394	2667	2500	2225
Geological	+	1	+	2000				+	8	+	2088			
Industrial	12	72	2335	2317	*	*	*	16	303	2327	2290	*	*	*
Mechanical	39	213	2421	2396	2625	2401	2250	99	1013	2341	2364	2583	2375	1989
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	+	7	+	2249				9	48	2414	2404	*	*	*
Mining & Mineral	+	+	+	+				+	4	+	2327			
Nuclear (incl. Engrg. Physics)	+	1	+	2370				2	12	2292	2433	*	*	*
Petroleum	+	3	+	2367				+	33	+	2601			
Engineering Technology	3	12	2455	2276	*	*	*	11	119	2401	2207	*	*	*
SCIENCES														
Agricultural Sciences	+	14	+	1712				+	78	+	1655			
Allied Health Professions	+	+	+	+				2	30	1593	2060	*	*	*
Biological Sciences	1	3	2666	1805	*	*	*	2	27	2042	1544	*	*	*
Chemistry	+	+	+	+				+	8	+	2228			
Computer Science	42	136	2418	2261	2600	2422	2250	120	736	2282	2180	2583	2292	1833
Mathematics	8	31	2360	2247	*	*	*	14	117	2265	2164	*	*	*
Other Physical & Earth Sciences	+	4	+	2074				+	17	+	1757			
Totals	322	1852						841	10530					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.
† The 90th and 50th percentiles are close in value because of a clustering of offers.